

Message Text

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FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 6593

INFO AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

AMEMBASSY MANAGUA

AMEMBASSY SAN JOSE

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ROCAP

E.O. 11652 N/A

SUBJ: CENTRAL AMERICAN REPRESENTATION AT MTN

REF: SAN SALVADOR 1575

1. AT THE XIII MEETING OF ECONOMIC MINISTERS, SIECA WAS INSTRUCTED TO DRAFT A PLAN TO PROVIDE FOR BOTH (A), A UNIFIED CA REPRESENTATION AT THE MTN, AND (B) A PERMANENT JOINT CA MISSION IN GENEVA. THE PLAN WAS TO INCLUDE ORGANIZATION, FINANCING, REPORTING, CONTROL ETC. THE TWO PARTS OF THE PLAN HAVE HAD TO BE SEPARATED INASMUCH AS SIECA HAS CONCLUDED THAT A HIGHLY SPECIALIZED TEAM WILL BE REQUIRED FOR EFFECTIVE CA REPRESENTATION AT THE MTN.

2. SIECA HAS COMPLETED ITS DRAFT PLAN FOR THE MTN. A SIECA MISSION IS TO VISIT THE FIVE CA CAPITALS ABOUT APRIL 30-MAY 6 TO SEEK THE VIEWS AND APPROVAL OF GOVERNMENTS. THE PLAN CALLS FOR A SINGLE CA NEGOTIATOR (CONDUCTOR), BACKED BY CONSULTATIVE MECHANISMS ALLOWING FOR NOT ONLY TECHNICAL CONSULTATIONS BUT ALSO FOR NATIONAL CONSULTATION AND CONTROL.

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3. ROCAP WILL MAINTAIN CLOSE CONTACT WITH SIECA TO OBTAIN FEEDBACK ON THE REACTIONS OF THE 5 CA COUNTRIES TO THE SIECA PLAN. AS SIECA PROVIDES US INFO ON THE FORM OF CA REPRESENTATION, INCLUDING THE NAMES OF THE CA NEGOTIATOR AND HIS TECHNICAL BACKSTOPPERS, ROCAP WILL ADVISE DEPARTMENT.

4. FOR CA EMBASSIES: WOULD APPRECIATE YOUR ADVISING ROCAP OF REACTIONS BY HOST GOVERNMENTS TO SIECA PROPOSAL AND ANY SUBSTANTIVE CHANGES INTRODUCED INTO PROPOSAL AS A RESULT OF SIECA CONSULTATIONS. ANY INDICATIONS OF SPECIAL PROBLEMS AND HOST COUNTRY PERSONALITIES LIKELY TO BE INVOLVED WOULD FACILITATE A ROCAP SUMMARY AND ANALYSIS OF EXPECTED CA PARTICIPATION IN MTN.

5. COMMENT: JOINT REPRESENTATION AT GENEVA WITH A SINGLE MTN NEGOTIATOR WOULD SEEM TO RECOMMEND ITSELF TO CENTRAL AMERICA FOR AT LEAST TWO IMPORTANT REASONS:

A. A CAPABLE NEGOTIATING TEAM FOR THE HIGHLY COMPLEX MTN IS MORE LIKELY TO BE CONSTITUTED BY DRAWING ON THE FIVE COUNTRIES' COMBINED RESOURCES THAN IF EACH COUNTRY'S REPRESENTATION IS CIRCUMSCRIBED BY ITS OWN LIMITED TECHNICAL AND FINANCIAL RESOURCES.

B. A TRADING AREA IN WHICH EXPORTS AND IMPORTS APPROXIMATE ONE BILLION DOLLARS EACH SHOULD HAVE SIGNIFICANTLY GREATER NEGOTIATING LEVERAGE THAN ANY COMPONENT MEMBER. SINCE NO INDIVIDUAL CA COUNTRY HAS MORE THAN ONE FOURTH OF THE REGION'S TRADE VOLUME WITH THE REST OF THE WORLD, THEY MIGHT HAVE A HARD TIME FINDING ANYONE INTERESTED IN TALKING TO THEM AT THE MTN, IF THEY ELECT TO ACT SEPARATELY.

6. THE DIFFICULTY IN MOUNTING A JOINT REPRESENTATION WILL BE IN OVERCOMING CURRENTLY PREVALENT JEALOUSIES AND SUSPICIONS AND THE TEMPTATION OF THE INDIVIDUAL COUNTRIES TO UNDERCUT EACH OTHER IN DEALING WITH THE OUTSIDE WORLD. TRAGEN.

ALSO PASSED INFO USAID/GUATEMALA.
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